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VIGNETTES

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The Agricultural Trade and Marketing Information Center Newsletter

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ALF has International Trade Development Centers (ITDC) Information

International Trade Development Centers (ITDC) for Agriculture are located primarily at U.S. Land Grant Colleges and Universities. Each Center provides programs and services related to the Center's mission. Authority for the ITDC Program is contained in the National Agricultural Research, Extension and Teaching Policy Act of 1977, as amended by the Food Security Act of 1985.

The Agricultural Trade and Marketing Information Center has uploaded "AGTRADE.IFO" onto ALF, the National Agricultural Library's Electronic Bulletin Board. This file lists the mission, programs and services, and contact for each ITDC.

The file contains information on the following ITDCs: Agricultural Trade Policy Center, College Park, MD; Appalachian Export Center, Morgantown, WV; Center for Agricultural Export Development, Lexington, KY; Center for International Trade Development, Stillwater, OK; Center for International Trade in Forest Products, Seattle, WA; Idaho International Trade and Development Center, Moscow, ID; International Agricultural Trade and Policy Center, Gainesville, FL; International Marketing Program for Agricultural Commodities and Trade,

Pullman, WA; Mid-America World Trade Center, Wichita, KS; Midwest Agribusiness Trade Research and Information Center, Ames, IA and Des Moines, IA; Northern Crops Institute, Fargo, ND; and Western International Trade Development, Portland, OR.

The International Trade Development Centers also produce reports on overseas food and agricultural markets. These reports provide practical information and market analysis to help food and agribusiness firms make informed exporting decisions. For additional information on the Centers' activities and publications, please contact the respective Center.

If you do not have access to a computer, information on the ITDCs may be obtained by contacting: Deputy Administrator of Natural Resources, Food and Social Sciences; International Trade Development Center for Agriculture Program; U.S. Department of Agriculture; Cooperative State Research Service; Washington, DC 20251-2200. (Phone: 202-447-3555)

ACCESSING THE FILE...

A computer terminal, modem (300, 1200, or 2400 baud), and communications software (such as Crosstalk) are needed to access

ALF. The telephone numbers are area code 301, 344-8510, 344-8511, 344-5496 and 344-5497. ALF is accessible 24 hours per day, seven days per week.

To access the file: 1) Log onto ALF. 2) Select "F)iles" at the Main Menu. 3) Choose "L)ist" to show file categories. The file "AGTRADE.IFO" appears in both the GENERAL and FAS categories. 4) Type either "FAS" or "GENERAL". ALF will list the file name, size, and description of files available in these categories. 5) Select "D)ownload", then enter the desired filename. Select Ascii protocol for file transfer. The text will scroll past on the screen and to the printer if it is on and activated. You also can download to disk using the capture-to-disk function of your communications software.

INFORMATION ABOUT ALF...

To obtain an *ALF User's Guide* by mail, select E)nter from the Main Menu to leave a message for the systems operator; write to: National Agricultural Library, Public Services Division, Room 100, ATTN: ALF, 10301 Baltimore Boulevard, Beltsville, MD 20705-2351; or call 301-344-1204. The November 1990 *Vignettes Information Sheet* also explains how to access files on ALF related to agricultural trade.

Items of Interest

New African Agro-Industry Unit Formed

On June 26 in Kampala, top Ugandan government officials and private agro-industry leaders formally announced the formation of an independent agribusiness trade association, **Agri-Energy Roundtable / Uganda**. The association is seeking to organize indigenous agro-enterprise for increased agro-food trade and investment in "food systems" projects. AER/Uganda is affiliated with the Washington-based Agri-Energy Roundtable.

For information on Agri-Energy Roundtable/Uganda activities, please contact: Agri-Energy Roundtable, 2550 M Street, N.W., Washington, DC 20037. Telephone: (202) 887-0528; FAX: (202) 887-9178.

(Information provided by Regine M. Beauboef, Publications Manager, Agri-Energy Roundtable).

Exporting U.S. Farm Products to Colombia

The Office of the U.S. Agricultural Attache in Bogota recently updated its export guide, *How to Export U.S. Farm Products to Colombia*. The guide covers bulk, livestock, and processed food exports. For a copy, write: Office of the Agricultural Attache, American Embassy - Bogota, APO Miami, FL 34038. Telephone: (011-571) 287-4556; FAX: (011-571) 288-5687.

Trade Policies and Market Opportunities for U.S. Farm Exports, 1990 Annual Report

Trade Policies and Market Opportunities for U.S. Farm Exports, 1990 Annual Report "describes the agricultural production and trade policies of more than 100 countries. It identifies government programs that aid agricultural exports or impede agricultural imports from the United States, and identifies market opportunities for U.S. agricultural exports. No judgment is made as to whether any policies or practices are "unfair" in the context of U.S. laws or of international agreements."

The report should be released within the next few months. A limited number of single copies will be available from the Foreign Agricultural Service, Information Division, Room 5922-S, U.S. Department of Agriculture, Washington, DC 20250-1000. ATMIC will upload the report onto ALF (NAL's Electronic Bulletin Board) as soon as the diskette is received

from the The Foreign Agricultural Service, Trade Assistance and Planning Office.

Export Service Center Established

The Export Service Center located in Portland, Oregon has been established to assist U.S. Food processors who market products to Pacific Rim countries. The Center's services include: certification of food exports and quality assurance; providing information on quotas, tariffs, and labeling laws; and advising companies on import procedures.

For more information contact: Michael Wehr, Export Service Center, Albers Mill Building, Suite 320, 1200 N.W. Front Avenue, Portland, OR 97209. Telephone: (503) 229-6557; FAX: (503) 229-5933

AgExporter Articles

The August 1991 issue of *AgExporter* features articles on market opportunities for **cut flowers** and on promoting **U.S. snacks and processed foods**.

U.S. cut flower exporters may request a list of importers of flowers from: Agricultural Officer, Foreign Agricultural Service, American Consulate General, Box 30, FPO San Francisco, CA 96659-0002; or American Consulate General, 26 Garden Road, Hong Kong. Telephone: (011-852-2) 239-011; FAX: (011-852)845-0943. (See: "Hong Kong is a Blooming Market for Cut Flowers," pp.14-15.)

Information on promoting U.S. snacks and processed foods is available from: Office of the U.S. Agricultural Attache, American Embassy - Brussels, APO New York, NY 09667-1013. Telephone: (011-32-2) 513-3830; FAX: (011032-2) 513-7261. (See: "Belgian Taverns Offer Snack Food Export Opportunities," pp.16-19.)

International Trade Program Director Job

North Dakota State University has a position available for an International Trade Program Director. For information on qualifications and responsibilities please contact: Dr. William C. Nelson, Assistant Director for International Agriculture, NDAES, North Dakota State University, BOX 5636, Fargo, ND 58105. Telephone: (701) 237-7465; FAX: (701) 237-8520. The application deadline is September 30, 1991.

ATMIC Receives Numerous Requests for Videotapes on Exporting

The videocassettes, *The Business of Exports / The World Is Your Market Place* (a two-volume set), are in such great demand that the Agricultural Trade and Marketing Information Center has placed more than 93 requestors' names and addresses on a waiting list. Articles in both *Boardroom Reports Magazine* and the February issue of *Vignettes* mentioned the availability of the videocassettes. ATMIC has ordered ten additional sets which will be available this Fall.

Requestors must follow interlibrary loan procedures and go through

their public, university, or corporate library to borrow the videocassettes from the National Agricultural Library. Future requests for the videotapes should be directed to the National Agricultural Library, Document Delivery Services Branch, Sixth Floor, 10301 Baltimore Boulevard, Beltsville, MD 20705-2351.

The John Preston McConnell Library at Radford University in Virginia also owns the videocassettes. However they DO NOT lend items outside of the university premises. Individuals who live near

Radford, VA, might consider visiting the university to view the videos at the library. For more information, contact the library at (703) 831-5471.

The videos also can be purchased. For more information contact David Streifford, Chairperson, Business Department Coordinator, International Business Program, St. Louis Community College at Forest Park, 5600 Oakland Avenue, St. Louis, MO 63110. Telephone: (314) 644-9746, FAX: (314) 644-9752.

Conferences/Meetings

International Frozen Food Conference. September 18-20, 1991. Location: the Hague, Netherlands. Contact: IFFA 1764 Old Meadow Lane, McLean, VA 22102, Telephone: (703) 831-0770

International Center for Companies of the Food Trade and Industry, Young Executives Conference. October 6-9, 1991. Location: Birmingham, U.K. Contact: CIES 61 Quai d'Orsay, F-75007 Paris, France Telephone: (33 1) 47 05 48 43; FAX: (33 1) 45 51 59 83

Confederation of Importers and Marketing Organizations in Europe of Fresh Fruit and Vegetables. Biennial Congress. October 10-11, 1991. Location: Brussels, Belgium. Contact: Confederation of Importers and Marketing Organizations, Avenue de Broqueville 272, Bte 4, B-1200 Bruxelles, Belgium, Telephone: (32 2) 771 36 35; FAX: (32 2) 762 94 25

The United States Agricultural Information Network Conference, "Electronic Information in the Agricultural Sciences". October 13-15, 1991. Location: Minneapolis, MN. Contact: Susan Barnes, Program Chair, Mann Library, Cornell University, P.O. Box D, Ithaca, NY. Telephone: (607) 255-7957.

FISA'91, the International Fair of Santiago, Chile, South America. October 30-November 10, 1991. Contact: U.S. Embassy in Santiago, Chile. FAX: (011-56-2) 698-9626 (ATTN: FAS). Address: APO Miami, FL 34033. FISA is one of the largest trade shows in Latin America.

Information in Eastern & Central Europe: Coming in From the Cold. SLA's sixth State-of-the-Art Institute. November 12-13, 1991. Location: Washington, DC. Contact: SLA's Professional Growth section, 1700 Eighteenth Street, NW, Washington, DC 20009-2508. Telephone: (202) 234-4700.

The National Agricultural Career Show, held in conjunction with National FFA Convention. November 13-15, 1991. Location: Kansas City, Missouri. Contact: George E. Verzagt, Show Manager, National Agricultural Career Show, 8405-A Richmond Highway, Alexandria, VA 22309. Telephone: (703) 781-4660; FAX: (703) 360-5524.

Miami Conference on the Caribbean 1991 Program. December 2-6, 1991. Location: Miami, Florida. Contact: Miami Conference on the Caribbean, P.O. Box 91378, Washington, DC 20090. Telephone: (202) 466-7464; FAX: (202) 822-0075

Publications of Interest to Agricultural Trade Community

An American Guide to Doing Business in Australia. Steiner, Valerie and John Boal. 1991, 65 pp. Publisher: PacRim Publishing, 150 So. Glenoaks Boulevard, Suite 8053, Burbank, CA 91510. Tel: (213) 620-1928. (Cost: \$26.44)

The Future of European Agriculture, Trade, Technology and Environment. (EIU Special Report) 1989. Publisher: Business International Corporation, 215 Park Avenue South, New York, NY 10003. Tel: (212) 460-0600. (Cost: \$295.00)

Kuwait's \$100 Billion Opportunities. A Definitive Guide to Business Employment and Business Opportunities. 1991, 100 pp. Publisher: Global Marketing Intelligence, P.O. Box 91396 Portland, OR 97291-0396. Tel: (503) 690-9175. (Cost: \$29.50)

The Latin American Market Atlas. 1989. Publisher: Business International Corporation, 215 Park Avenue South, New York, NY 10003. Tel: (212) 460-0600. (Cost: \$375.00)

National Trade Estimate: 1991 Report on Foreign Trade Barriers. Executive Office of the President, Office of the U.S. Trade Representative, Washington, DC. 1991, 265 pp. Available from: Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Tel: (202) 783-3238. (Cat# 041-001-00361-4; Cost: \$14.00)

Contact the publisher for information on ordering these publications.

Information Products Available from ATMIC

The Agricultural Trade and Marketing Information Center distributes single copies of its bibliographies and other reference products free on request. To request a publication, call the Center at (301) 344-3509 or (301) 344-3704, or mark your selections on this page and return it with a self-addressed gummed label to: USDA, National Agricultural Library, Agricultural Trade and Marketing Information Center, Room 304, ATTN: Mary E. Lassanyi, Beltsville, Maryland 20705-2351.

Agri-Topics:

- ☐ AT 91-01: *Do's and Don't's in Doing Business Overseas*, October 1990

Special Reference Briefs:

- ☐ SRB 91-01: *Countertrade or Barter*, October 1990
- ☐ SRB 90-05: *The Meat Industry*, April 1990
- ☐ SRB 90-01: *The Republic of Turkey*, October 1989
- ☐ SRB 89-09: *The European Community (EC)*, July 1989

(Note: SRB 89-03: *Directory of Export and Trade Assistance* is out of stock. An update is in process.)

Quick Bibliographies:

- ☐ QB 91-128: *Agribusiness: 1980's and 1990's Perspective January 1985 - May 1991*, July 1991
- ☐ QB 91-92: *African Economic Development January 1988 - December 1990*, May 1991
- ☐ QB 91-71: *Forest Products January 1980 - December 1990*, April 1991
- ☐ QB 91-11: *Japan's Agricultural Marketing and Trade January 1988 - August 1990*, October 1990
- ☐ QB 91-10: *U.S. Farm Policy January 1989 - August 1990*, October 1990 (updates QB 88-59)
- ☐ QB 91-09: *G.A.T.T. and Global Agriculture January 1989 - August 1990*, October 1990
- ☐ QB 89-24: *Transportation of Agricultural Goods January 1979 - November 1988*, February 1989
- ☐ QB 89-21: *World Rice Trade January 1979 - September 1988*, January 1989

(Note: QB 89-65: *Marketing of Horticultural Products January 1979 - February 1989* is out of stock. An update is in process.)